CONTRACT



WSFA 12 East Delano Ave. Montgomery, AL 36105 (334) 288-1212

www.wsfa.com

And:

Midwest Communications & Media. 49 South Grant Avenue Columbus, OH 43215

	Contract / Rev	vision		Alt Order #	
	1795155	1		08761796	
Product					
TRIP PITTMAN FOR SEN					
Contract Dates	Estimate #				
08/09/17 - 08/14/17					
<u>Advertiser</u>	•		Or	iginal Date	Revision
POL/Pittman, Trip/R/Sena	ite/AL		C	8/10/17	/ 08/10/17
	Billing Cycle	Billing	Cal	<u>endar</u>	Cash/Trade
	EOM/EOC	Broado	ast		Trade
	Property	Accour	nt E	xecutive	Sales Office
	WSFA	Ryan E	Eddi	ns	HRP-Washingto
	Special Handl	ing			
	•				
	Demographic				
	Adults 35+				
·	Agy Code	Advert	ser	Code	Product 1/2
	Agency Ref			Advertiser	Ref

	Start/End	Spots/			
*Line Ch Start Date End Date Description	Time	Days Length Week Rate Rtr	ו TypeS	Spots	Amount
1 WSFA 08/09/17 08/11/17 Today in Alabama 5am <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 08/07/17 08/13/17WTF 3	5-530a <u>Rate</u> \$85.00	:30	NM	3	\$255.00
2 WSFA 08/14/17 08/14/17 Today in Alabama 5am Start Date End Date Weekdays Spots/Week Week: 08/14/17 08/20/17 1 1	5-530a <u>Rate</u> \$85.00	:30	NM	1	\$85.00
3 WSFA 08/09/17 08/11/17 Today In Alabama <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 08/07/17 08/13/17WTF 3	6a-7a <u>Rate</u> \$175.00	:30	NM	3	\$525.00
4 WSFA 08/14/17 08/14/17 Today In Alabama <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 08/14/17 08/20/17 1 1	6a-7a <u>Rate</u> \$175.00	:30	NM	1	\$175.00
5 WSFA 08/09/17 08/11/17 NBC Today Show Start Date End Date Weekdays Spots/Week Week: 08/07/17 08/13/17 WTF 3	7-9am <u>Rate</u> \$115.00	:30	NM	3	\$345.00
E 6 WSFA 08/14/17 08/14/17 NBC Today Show <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 08/14/17 08/20/17 1 1	7-9am <u>Rate</u> \$115.00	:30	NM	0	\$0.00
Spot Ch Date Range Description 1 WSFA 08/14/17-08/20/17 NBC Today Show Credited	Start/End Time 7-9am	Weekdays Length Rate M :30 \$115.00	Type NM		
7 WSFA 08/09/17 08/11/17 WSFA 12 News at Noon Start Date End Date Weekdays Spots/Week Week: 08/07/17 08/13/17WTF 3	12-1230pm <u>Rate</u> \$100.00	:30	NM	3	\$300.00
8 WSFA 08/14/17 08/14/17 WSFA 12 News at Noon Start Date End Date Weekdays Spots/Week Week: 08/14/17 08/20/17 1 1	12-1230pm <u>Rate</u> \$100.00	:30	MM	1	\$100.00
9 WSFA 08/09/17 08/11/17 JUDGE JUDY 2ND RUN <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 08/07/17 08/13/17WTF 3	3-330p <u>Rate</u> \$60.00	:30	NM	3	\$180.00

(* Line Transactions: N = New, E = Edited, D = Deleted)

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The station may utilize various mediums to deliver advertisements to its viewers, including but not limited to, simulcast and/or delayed airings through mobile and internet applications and services. You must notify the station immediately if you do not have rights to your advertisements or any of its components beyond a television broadcast. Without such notice, the station may utilize various mediums beyond the television broadcast to reach its viewers.



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| Contract / Revision | Alt Order # | 08761796

 Contract Dates
 Product
 Estimate #

 08/09/17 - 08/14/17
 TRIP PITTMAN FOR SE

*Line Ch Start Date End Date Description	Start/End Time	Days Lengt	Spots/ h Week	· Rate Rtn	Type S	pots	Amount
10 WSFA 08/14/17 08/14/17 JUDGE JUDY 2ND RUN Start Date	3-330p <u>Rate</u> \$60.00	:	30		NM	1	\$60.00
11 WSFA 08/09/17 08/11/17 WSFA 12 NEWS AT 4PM Start Date	M-F 4-430P <u>Rate</u> \$60.00	:	30		NM	3	\$180.00
12 WSFA 08/14/17 08/14/17 WSFA 12 NEWS AT 4PM <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 08/14/17 08/20/17 1 1	M-F 4-430P <u>Rate</u> \$60.00	:	30	•	NM	1	\$60.00
13 WSFA 08/09/17 08/11/17 WSFA 12 News at Five Start Date End Date Weekdays Spots/Week Week: 08/07/17 08/13/17WTF 3	5-530pm <u>Rate</u> \$185.00	:	30		NM	3	\$555.00
14 WSFA 08/14/17 08/14/17 WSFA 12 News at Five Start Date End Date Weekdays Spots/Week Week: 08/14/17 08/20/17 1 1	5-530pm <u>Rate</u> \$185.00	:3	30		NM	1	\$185.00
E 15 WSFA 08/09/17 08/11/17 WSFA 12 News at Six - MF Start Date End Date Weekdays Spots/Week Week: 08/07/17 08/13/17WTF 3	6-630pm <u>Rate</u> \$350.00	:3	30		NM	2	\$700.00
Spot Ch Date Range Description 1 WSFA 08/07/17-08/13/17 WSFA 12 News at Six - MF Credited	Start/End Time 6-630pm	Weekdays Lo	ength :30	<u>Rate</u> \$350.00	Type NM		
16 WSFA 08/14/17 08/14/17 WSFA 12 News at Six - MF Start Date End Date Weekdays Spots/Week Week: 08/14/17 08/20/17 1 1	6-630pm <u>Rate</u> \$350.00	:	30	•	NM	1	\$350.00
E 17 WSFA 08/09/17 08/11/17 ENTERTAINMENT TONIGH Start Date	<u>Rate</u> \$215.00		30	Poto	NM	2	\$430.00
Spot Ch Date Range Description 1 WSFA 08/07/17-08/13/17 ENTERTAINMENT TONIGI Credited	Start/End Time H1630-7p	<u>Weekdays</u> <u>L</u> i	ength :30	<u>Rate</u> \$215.00	Type NM		
18 WSFA 08/14/17 08/14/17 ENTERTAINMENT TONIGH <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 08/14/17 08/20/17 1 1	11630-7p <u>Rate</u> \$215.00	:	30	•	NM	1	\$215.00
19 WSFA 08/09/17 08/11/17 WSFA 12 News at Ten - MF Start Date End Date Weekdays Spots/Week Week: 08/07/17 08/13/17WTF 3	10-1035pm <u>Rate</u> \$275.00	:	30		NM	3	\$825.00
20 WSFA 08/14/17 08/14/17 WSFA 12 News at Ten - MF Start Date End Date Weekdays Spots/Week Week: 08/14/17 08/20/17 1 1	10-1035pm <u>Rate</u> \$275.00	:3	30		NM	1	\$275.00
21 WSFA 08/09/17 08/11/17 Tonight Show <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 08/07/17 08/13/17wTF 3	1035-1137pm <u>Rate</u> \$115.00	:	80	•	NM	3	\$345.00
22 WSFA 08/14/17 08/14/17 Tonight Show Start Date End Date Weekdays Spots/Week Week: 08/14/17 08/20/17 1 1	1035-1137pm <u>Rate</u> \$115.00	:3	30		NM	1	\$115.00
23 WSFA 08/12/17 08/12/17 NBC Saturday Today Show Start Date End Date Weekdays Spots/Week Week: 08/07/17 08/13/172 2		:	30	•	NM	2	\$90.00

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Print Date 08/10/17

Page 3 of 3



WSFA 12 East Delano Ave. Montgomery, AL 36105 (334) 288-1212

www.wsfa.com

Contract / Revision	Alt Order #
1795155 /	08761796

Contract Dates Product Estimate # 08/09/17 - 08/14/17 TRIP PITTMAN FOR SE

<u>Advertiser</u> Original Date / Revision 08/10/17 / 08/10/17 POL/Pittman, Trip/R/Sena

	Start/End	Spots/			
*Line Ch Start Date End Date Description	Time	Days Length Week	Rate Rtn Type	Spots	Amount
Start Date End Date Weekdays Spots/Week	Rate			_	
24 WSFA 08/12/17 08/12/17 WSFA 12 News at Six-Sat Start Date End Date Weekdays Spots/Week Week: 08/07/17 08/13/171- 1	Sa 6-7pm <u>Rate</u> \$80.00	:30	NM	0	\$0.00
Spot Ch Date Range Description	Start/End Time	Weekdays Length	Rate Type	1	
1 WSFA 08/07/17-08/13/17 WSFA 12 News at Six-Sa Credited	t Sa 6-7pm	Sa :30	\$80.00 NM		
25 WSFA 08/12/17 08/12/17 WSFA 12 News at Ten - S	at 10-1030nm	:30	NM	1	\$175.00
Start Date End Date Weekdays Spots/Week Week: 08/07/17 08/13/17 1- 1	Rate \$175.00	.50	•	,	\$170.00
26 WSFA 08/13/17 08/13/17 NET NBC Sunday Today S	Shc7-8a	:30	NM	1	\$45.00
Start Date End Date Weekdays Spots/Week Week: 08/07/17 08/13/17 1 1	<u>Rate</u> \$45.00				
27 WSFA 08/13/17 08/13/17 WSFA 12 News at Ten - S		:30	NM	1	\$300.00
Start Date End Date Weekdays Spots/Week Week: 08/07/17 08/13/17 1 1	<u>Rate</u> \$300.00				
28 WSFA 08/12/17 08/12/17 WSFA 12 News at Six-Sat	Sa 6-7pm	:30	NM	1	\$80.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 08/07/17 08/13/171- 1	<u>Rate</u> \$80.00		•		
N 29 WSFA 08/14/17 08/14/17 Today in Alabama 530a	528am-6am	:30	NM	1	\$100.00
Start Date	<u>Rate</u>	.00		ĺ	• 100.00
Week: 08/14/17 08/20/17 M 1	\$100.00				
N 30 WSFA 08/14/17 08/14/17 Today In Alabama Start Date End Date Weekdays Spots/Week	6a-7a Rate	:30	NM	1	\$175.00
Week: 08/14/17 08/20/17 M 1	\$175.00				
N 31 WSFA 08/13/17 08/13/17 WSFA 12 News at Ten - S	un 10-1030pm	:30	· NM	1	\$300.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 08/07/17 08/13/17S 1	<u>Rate</u> \$300.00				
N 32 WSFA 08/12/17 08/12/17 WSFA 12 News at Six-Sat		:30	NM	1	\$80.00
Start Date	Rate				
Week: 08/07/17 08/13/17S- 1	\$80.00				005.00
N 33 WSFA 08/14/17 08/14/17 HARRY Start Date End Date Weekdays Spots/Week	2-3p Rate	:30	NM	1	\$25.00
Week: 08/14/17 08/20/17 M 1	\$25.00				
		Totals 0.00		52	\$7,630.00

Time Period # of Spots **Gross Amount** Agency Comm. Net Amount 07/31/17 -08/14/17 52 \$7,630.00 (\$1,144.50)\$6,485.50 (\$1,144.50)Totals 52 \$7,630.00 \$6,485.50

Signature:		Date:	
_			

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This station does not discriminate in advertising contracts on the basis of race or ethnicity. Any provision in any order or agreement for advertising that purports to discriminate on the basis of race or ethnicity, even

AGENCY REP: TEL# 703-528-9387 CREDIT ADVISORY:

HEADLINE# 8761796 TRF# 1795155 MOD# 1: APPROVED REV #0 \$\$\$

REP SSS

AUG10/17 10.17 *** WSFA-TV RISK !!! REPORT FROM STATION **CHANGES** CREDIT HARRIS ORDER WORKSHEET

703-516-9680

ADV #	ADV.	NAME	ADV. NAME POLI/T PITTMAN/R/SEN/AL	REP.#	OFF.#	SALESMAN #	
AGY #	AGY.	NAME	AGY. NAME MIDWEST COMMUNICATIONS & MEDIA	BUYER NAME	BUYER NAME ROBERT CLEGG		
			2015 ROUNDWYCK LANE	SALES PRSN	PRSN WA- RYAN EDDINS (H)	(H) SNI	
			POWELLL, OH 43065				
ORDER #			CONTRACT # 8761796	CLASS: NATL.	. LOCAL	REGIONAL	
PRDCT TRIP PITTMAN FOR SEN EST#	TMAN	FOR SI	INVOICE) COMMENTS: (LINE, ORDER, INVOICE)	OICE)			
FLIGHT DATES AUG9/17 AUG14/17	169/17	AUG	14/17 WK-1				-
CITY TAX	S	STATE TAX	TAXCO-OP BILLING NEEDED		D.A.	DATE_AUG10/17 10.1	10.1

STA:

**** THIS IS A CASH IN ADVANCE SCHEDULE **** CON CM

\$115.00 \$350.00 \$215.00 \$100.00 \$175.00 AUG14 AUG10 AUG10 AUG14 MISSED: MON/700A-900A
W-F/600P-630P
W-F/630P-700P
CFFR: MON/530A-600A
& MON/600A-700A
& SUN/1000P-1035P
& SAT/600P-700P SENATE TRIP PITTMAN FOR US STATION MAKEGOOD OFFERS: BUY#6 BUY#15 BUY#17 TO PRINT UNRESL NO BUYS

PLS ADVISE

DENICE

CONFIRM. THANKS,

\$80.00

(AUG10/17)

\$7,630.00 50 TOTAL CONTRACT TOTAL \$7,630.00 AUG/17

TO OVERSOLD AND PROGRAM CHANGES. PLEASE

CMT:NA DUE

AUG14

AUG13 AUG12 AUG14

% WIYC % WBMM % CABL % 0 WCOV % % % % WAKA EAKA 1.0 4.% % WNCF ESFA 45% \$16,609 MARKET TOTALS

ACCURATE SHARES

SVC- NSI DEMOS- RA35+*

REP HEADLINE# 8761796 TRF# 1795155 \$\$\$ MOD# 1: UNAPPROVED REV #1 \$\$\$

REP: TEL# 703-528-9387
CREDIT ADVISORY: AGENCY CREDIT RISK !!!
ORDER WORKSHEET
+*CHANGES**

FAX# 703-516-9680

AUG10/17 11.15 *** WSFA-TV ***

M2 APPROVED TTL SAME PLS CFM THANKS REP:

STA:

**** THIS IS A CASH IN ADVANCE SCHEDULE **** CON CM

TRIP PITTMAN FOR US SENATE

:TOTL: :SPTS:	0		H		Ħ	
DAYS						
** **	MON		MOM		MOM	
WEEK	7		<i>D</i> .	NICE		DENICE
:SPTS: :/WK:	0		Н	(S, DE	۲,	KS, DE
END :	8/14		8/14	IRM. THANE	8/14	CONFIRM. THANKS,
: START : DATE	8/14		8/14	LEASE CONF. WK WK WK	8/14	
: RATE	\$115.00		\$100.00	AND PROGRAM CHANGES.PLEASE CONFIRM. THANKS, DENICE ON LINE-6 FOR 1 SPOT/WK ON LINE-15 FOR 1 SPOT/WK ON LINE-17 FOR 1 SPOT/WK	\$175.00	TODAY IN AL NA DUE TO OVERSOLD AND PROGRAM CHANGES.PLEASE AKEGOOD MADE UP OF LINES 29-33
: LGTH : SEC :	0 m		o m •		0	ERSOLD AND PRO UP OF LINES
P :CD: TIME PERIOD NE#: :	6 s 700A-900A	PROGRAM : TODAY SHOW CON COM1: TODAY SHOW	9 A 530A-600A	COM1: NA DUE TO IS A MAKE-GOOD IS A MAKE-GOOD IS A MAKE-GOOD IS A MAKE-GOOD	A 600A-700A	PROGRAM: TODAY IN AL ORD COM1: NA DUE TO OVERSOLD PART OF A MAKEGOOD MADE UP OF
:LINE#:REP	¥	PRC	20	PROGG THE THIS THIS THIS THIS THIS THIS THIS THIS	30	PRC ORI PAF

REP HEADLINE# 8761796 TRF# 1795155 \$\$\$ MOD# 1: UNAPPROVED REV #1 \$\$\$

FAX# 703-516-9680 -9387 AGENCY CREDIT RISK !!! HARRIS REPORT FROM REP REP: TEL# 703-528-9387 CREDIT ADVISORY: AGENORDER WORKSHEET

AUG10/17 11.15 *** WSFA-TV ***

:TOTL:	н		Н		Н		0		0		5.2
DAYS										(AUG10/17) PLS ADVISE DENICE	\$7,630
••	SUN		SAT		MOM		W - F		W-F	000 000 000 000 000 000 000 000 000 00	TOTAL
: WEEK : INVT	7	DENICE	\	DENICE		DENIGE	\	\ >	>	112 112 112 113 113 113 113 113 113 113	CONTRACT
:SPTS: : /WK:	ч	THANKS, I	Н	THANKS, I	Н	THANKS, C	0		7	308 308 308 308 308 308 308 308 308 53 308 53 53 53 54 54 54 56 56 57 57 57 57 57 57 57 57 57 57 57 57 57	O
: END : DATE	8/13	CONFIRM. THA	8/12	CONFIRM. THA	8/14	CONFIRM. THA	8/11		8/11	CHANGES.PLEASE	
: START : DATE	8/13	.PLEASE CONF	8/12	.PLEASE CONF	8/14	.PLEASE CONF	6/8		6/8	40044814	
RATE	\$300.00	CHANGES 3	\$80.00	CHANGES 3	\$25.00	CHANGES 3	\$350.00		\$215.00	P SOLD AND PRO	
: LGTH : SEC :	0 %	AND PRO LINES	30	NEWS ERSOLD AND PROGRAM UP OF LINES 29-3	30	AND PRC LINES	30		30	700A-9 600P-6 630P-7 530A-6 600A-7 1000P- 200P-3	
D: TIME PERIOD	1000P-1035P	: WSFA SUN 10P NEWS 1: NA DUE TO OVERSOLD A MAKEGOOD MADE UP OF	600P-700P	: WSFA SAT 6P NEWS 1: NA DUE TO OVERSOLD A MAKEGOOD MADE UP OF	200P-300P	: HARRY CONNICK JR. 1: NA DUE TO OVERSOLD A MAKEGOOD MADE UP OF	600P-630P	: NEWS AT 6P 1: NEWS AT 6P	630P-700P	ET ET OFFERS: Y#6 MISSED Y#17 OFFER & &	00.00
:LINE#:REP :CD:	31 A	PROGRAM ORD COM1 PART OF	32 A	PROGRAM ORD COM1 PART OF	33 A	PROGRAM ORD COM1 PART OF	15 S	PROGRAM CON COM1	17 S	PROGRAM: CON COM1: CON COM1: STATION MAKEGOOD M2 OK'D BU BU	AUG/17 \$7,630

*-MULTIPLE

Z-COMMENTS

Y-DAYS

X-LATE

T-TIME

N-PROGRAM NAME

M-MAKEGOOD

L-LENGTH

C-CANCELLED DE-DELETE E-EFF DATES

R-RATE S-SPOTS PER WEEK

Q-PAID PGM

P-CLASS, PLAN, SECT

MOD CODE A-ADD

DEMOS- RA35+* SVC- NSI

B-BUY TYPE

0

WIYC

%

WBMM

CABL 0%

WCOV 68

WAKA

WNCF 14% ESFA 0%

WSFA 45%

MARKET TOTALS \$16,609

ACCURATE SHARES

-9387
AGENCY CREDIT RISK !!!
AGENCY CREDIT RISK !!!
AGENCY CREDIT RISK !!! REP: TEL# 703-528-9387 CREDIT ADVISORY: AGENORDER WORKSHEET REP HEADLINE# 8761796 TRF# 1795155 \$\$\$ MOD# 1: APPROVED REV #1 \$\$\$

ADV #	ADV.	NAME	ADV. NAME POLI/T PITTMAN/R/SEN/AL	REP.#	OFF.#	SALESMAN #
AGY #	- AGY.	NAME	AGY. NAME MIDWEST COMMUNICATIONS & MEDIA	BUYER NAME ROBERT CLEGG	BERT CLEGG	
			2015 ROUNDWYCK LANE	SALES PRSN WA- RYAN EDDINS (H)	- RYAN EDD	INS (H)
			POWELLL, OH 43065			
ORDER #		Na. Propries de la Constantina del Constantina de la Constantina d	CONTRACT # 8761796	CLASS: NATL.	LOCAL	REGIONAL
PRDCT TRIP PITTMAN FOR SEN EST#	LTMAN F	OR SE	N EST# COMMENTS: (LINE, ORDER, INVOICE)	(E)		
FLIGHT DATES AUG9/17 AUG14/17 WK-1	169/17	AUG1	4/17 WK-1			
CITY TAX	ST	STATE TAX	AX CO-OP BILLING NEEDED		DA	DATE_AUG10/17 13.32

M2 APPROVED TTL SAME PLS CFM THANKS REP:

STA:

**** THIS IS A CASH IN ADVANCE SCHEDULE **** CON CM TRIP PITTMAN FOR US SENATE

		(AUG10/17)			PLS ADVISE.	
ZOH		\$115.00	\$350.00	\$215.00	\$100.00	000
R GENERAT		308	308	308	308	0
CONTRACT SCHEDULED FOR GENERATION		AUG14	AUG10	AUG10	AUG14	~ ~ (: f
NOTICE: CHANGES OF THIS ORDER HAVE BEEN APPROVED.		MISSED: MON/700A-900A	W-F/600P-630P	W-F/630P-700P	OFFER: MON/530A-600A	4000 4000/14004
IGES OF THIS	STATION MAKEGOOD OFFERS	BUY#6	BUY#15	BUY#17		
E: CHAN	ON MAKE	OK'D				
NOTION	STATI	Ω2				

AUG14 30S \$175.00
AUG13 30S \$300.00
AUG12 30S \$80.00
AUG14 30S \$25.00
PROGRAM CHANGES.PLEASE CONFIRM. THANKS, DENICE & MON/600A-700A & SUN/1000P-1035P & SAT/600P-700P & MON/200P-300P CMT:NA DUE TO OVERSOLD AND

\$7,630.00 CONTRACT TOTAL . TOTAL SPOTS